

Message Text

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15

ACTION NEA-10

INFO OCT-01 EUR-12 ISO-00 SP-02 AID-05 EB-07 NSC-05

CIEP-01 TRSE-00 SS-15 STR-04 OMB-01 CEA-01 COME-00

L-03 H-02 IGA-02 CIAE-00 DODE-00 INR-07 NSAE-00 PA-01

USIA-06 PRS-01 /086 W

----- 111557

R 151232Z JAN 76

FM AMEMBASSY CAIRO

TO SECSTATE WASHDC 9231

INFO AMEMBASSY PARIS

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EO 11652: NA

TAGS: BEXP, EG

SUBJECT: HUNTER ENGINEERING, INC. ---ALUMINUM PROJECT

REF: (A) 75 CAIRO 12906, (B) 75CAIRO 12937, (C) 75 CAIRO 12990

1. ON JANUARY 12 TECMO HUNTER ENGINEERING (ITALY)
AND HUNTER ENGINEERING CO. (RIVERSIDE, CALIF.) OFFICIALS SIGNED
\$13 MILLION DOLLAR CONTRACT FOR CONTINUOUS CASTING EQUIPMENT
FOR ALUMINUM STRIP. HUNTER ATTRIBUTES ITS SUCCESS IN
OBTAINING THIS CONTRACT TO EMBASSY REPRESENTATIONS
TO MINISTER OF INDUSTRY AND PM'S OFFICE WHEN IT APPEARED
THAT ENTIRE \$20 MILLION CONTRACT WAS ABOUT TO BE AWARDED
TO FRENCH FOR POLITICAL REASONS (SEE REFERENCES).

2. TENDER WAS SPLIT BETWEEN HUNTER AND FRENCH COMPANY
"SECIM". LATTER SIGNED CONTRACT FOR 38 MILLION FRENCH FRANCS
FOR SUPPLY OF COLD ROLLING MILL, DISC PRESSES AND AUXILLARY
EQUIPMENT. FRENCH PARTICIPATION WAS WITHIN LIMITS
OF 40 MILLION FRENCH FRANC OFFICIAL CREDIT OFFERED
FOR THIS PROJECT.

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3. COMMENT: JOINT COMMUNIQUE AT END OF Giscard's

OFFICIAL VISIT STATED THAT THIS PROJECT WOULD SOON
BE AWARDED TO FRENCH FIRMS. WE SUSPECT, HOWEVER,
THAT OUR STRONG REPRESENTATION TO GOE ABOUT HUNTER
(AND CHEMTEX/DUPONT POLYESTER FIBER PROJECT) MAY HAVE
GIVEN EGYPTIANS SOME PAUSE AND PROMPTED THEM TO
LOOK FOR SOME FACE SAVING WAY OUT THAT WOULD
SATISFY US AS WELL AS FRENCH. IN CASE OF ALUMINUM
PROJECT, THEY SEEM TO HAVE HIT UPON DEVICE OF SPLITTING IT
BETWEEN AMERICAN AND FRENCH.

EILTS

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Message Attributes

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Disposition Approved on Date:
Disposition Authority: morefirh
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Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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Margaret P. Grafeld
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